



# SelectUSA:

*Utah Investment Event*

*Salt Lake City, Utah*

*June 25-26, 2018*

Every year, the SelectUSA Investment Summit features selected spin-off events throughout the United States to showcase dynamic economies, characterized by attractive investment opportunities. In addition to the state of Utah's official participation to SelectUSA's 2018 Investment Summit, Utah is honored to host international investors at InvestUTAH 2018.

This two-day spin-off event will provide in-depth content on a broad range of topics and investment opportunities, showcasing the uniqueness of Utah's diversified economy, with a specific focus on energy, information technology, manufacturing, infrastructure and real estate.

### ***Who Should Attend InvestUTAH 2018?***

Foreign investors with significant interest in key Utah industries, commercial real estate and infrastructure; international financial and investment authorities, foreign banks and financial institutions, family offices and national/international service providers.

The event will provide to FDI decision-makers the context, insights, contacts and data to better understand Utah's business, investment, infrastructure, development and M&A environment. You will come away with answers to the question of "Why Utah?"

### ***Why Utah?***

The state's diversified economy, richness of national resources, and geographic location along major highway and railroad systems and the presence of an international airport (a major Delta Airlines hub) gives Utah its standing as "The Crossroads of the West." These competitive advantages extend to the cloud, with Utah's broadband infrastructure being the fifth fastest in the United States.

These and other assets have supported the state's robust economic growth and a powerful presence in world trade. Our quality of life and business-friendly approach have supported talent attraction and retention, capital deployment and a growing appetite for infrastructure and CRE projects and assets.

For the FDI professional, Utah offers distinct investment and business opportunities with potential for higher return in an advanced legal and regulatory framework.

With partnership, support and participation of:



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Additional Partners:  
Utah Academic Institutions, EDOs, Industry Associations,  
Agencies, Investors and Incubators

[business.utah.gov/selectusa](http://business.utah.gov/selectusa)

# Event Schedule:

Foreign attendees arrive in Salt Lake City upon completion of SelectUSA 2018 Investment Summit (accommodation details in downtown Salt Lake City to be provided at a later date).

Saturday/Sunday June 23-24, 2018: Optional Utah Recreational Tours for attendees, spouses and partners. (Optional packages to be announced. Packages are to be at attendee expense.)

## Day 1: Monday, June 25, 2018

### Morning:

8:00 – 8:45 AM:  
Registration and Light Breakfast

8:45 - 9:00:  
Welcoming Address

9:00 – 9:30:  
**Why Utah? Key Financial and Performance Indicators of Utah Economy**  
An overview of one of the nation's most diverse state economies. Speakers will discuss industry concentrations, workforce demographics, educational resources, tax and regulatory environment and more.

9:30 - 10:00:  
**Corporate Recruiting and Investment Incentives**  
Incentives and other business development programs at the state and local levels.

10:00 – 10:30:  
**Utah Commercial Real Estate Markets**  
An overview of Office, Industrial, Logistics real estate and trends.

10:30 – 11:00:  
Networking Break

11:00 - 11:30:  
**Utah Infrastructure: What's Here and What's Coming**  
An overview of key transportation, energy, broadband and other assets in the state; the "generational" opportunities for large-scale investment.

### Afternoon:

11:30 AM – 1:00 PM:  
**Utah Industry Sector Presentations**  
The sector presentations will consist of 20-minute discussions of the Energy, Information Technology, Manufacturing and Distribution/Logistics sub-sectors, with detailed data on workforce, business costs and opportunities.

1:00 – 2:00:  
**Lunch and Panel Discussion:**  
Representatives of foreign companies with manufacturing facilities in Utah will discuss their experiences here.

2:00 – 2:30:  
Networking Break

2:30 – 5:30:  
**Infrastructure Site Visits**  
Utah representatives will provide transportation in the Salt Lake City area for tours and discussions. Choice of one tour.

1) Airport/Northwest Quadrant – A tour of the \$3.4 billion airport project and the nearby manufacturing/distribution district called the Northwest Quadrant.

2) Silicon Slopes – A tour of the southern end of Salt Lake County and northern end of Utah County, with emphasis on the Point of the Mountain area.

7:00 to 8:30 PM:  
**Evening Networking Reception**  
Invited guests - Utah Governor Gary R. Herbert; and/or Utah Lt. Governor Spencer J. Cox, Utah Congress and Senate delegation, and Utah Legislators, Counties and Cities.



# Day 2: Tuesday, June 26, 2018

## Morning:

7:30 - 8:00 AM:  
Networking Breakfast

8:00 - 8:15:  
Welcoming Remarks

8:15 – 9:15:  
**Access to Capital and the Financial/Banking Industry**  
Representatives of banking and financial institutions, private equity and venture capital will discuss the investment landscape.

9:15 – 10:00:  
**Utah Entrepreneurship: Factory of Dreams**  
A panel of state and university technology commercialization experts and local incubators will highlight Utah's process and pipeline in new company creation.

10:00 - 10:30:  
Networking Break

## Afternoon:

10:30 AM – 12:30 PM:  
**"Matchmaking" Private Meetings**  
International attendees and a selected number of Utah attendees have an opportunity to pre-schedule one-on-one meetings (15 minutes in length), offering both sponsors and participants a unique opportunity to learn about key projects, investment opportunities and future plans.

12:30 – 1:30:  
Lunch and Closing Remarks

International attendees may opt to schedule additional private meetings before flying out. The conference venue is approximately a 15-minute drive to the airport.

Optional Utah recreational/cultural tours for attendees, spouses and partners shall also be made available for those who could not attend the weekend programs.



### **Organizational/Attendance Details**

A maximum registration of 20 foreign attendees is projected. International and Utah attendee applications/registrations will be reviewed by the InvestUTAH 2018 committee, to ensure participation will provide maximum quality and value. For organizational purposes, attendees will be asked to declare upon registration their preference for Track A/B/C sessions and one of two tours.

### **Participation Fee / Lodging and Transportation**

International attendees shall be charged an individual Participation Fee of \$200 US. The registration deadline is May 15, 2018. Registrations after that deadline may be accepted, upon discretion of the organizers, at a "Late Participation Fee" of \$250 US. International attendees will be responsible for cost of traveling to and lodging in Salt Lake City, Utah. The organization will use its best efforts to procure competitive hotel fares and flight fares to Salt Lake City with Delta Air Lines.

### **Local Attendance**

We invite top Utah economic development organizations (EDOs) and industry associations interested in the program and/or meeting international attendees/investors. Speakers, panelists and industry association representatives will be invited free of charge. The organization will offer local registration rates for business representatives interested in showcasing corporate and infrastructure opportunities, as well as EDO/faculty/student registration rates. These rates will be published in coming weeks.

### **List of Participants, Partners and Sponsors**

A list of attendees and contact information will be provided to all participants on an opt-out basis. Please indicate at registration if you would prefer to opt-out of providing your information and receiving that of other attendees.

### **Speakers and Presentation Materials**

Detailed presentations, market statistics and key financial indicators/investment-options from multiple sources will be provided. A list of speakers will be provided at a later date.

### **Event Venue**

The Event will be held at the Utah State Capitol, in Salt Lake City.

### **Brand Visibility**

International attendees will be offered the opportunity to advertise their logo on stage, in InvestUTAH 2018 printed materials, and on the InvestUTAH landing page website, at a cost to be communicated shortly.

### **Optional Recreational/Cultural Programs**

The organization will provide information for optional travel/sight-seeing programs to Utah's outstanding recreational destinations, during the weekend of June 23-24, and the afternoon of June 26. Details will be provided soon.

## For additional information, please contact:

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